

Pragazine MWW coleacp

N° 8 | NOVEMBER 2005

Magazine of the Pesticides Initiative Programme

index

Nowe	Dractical	information	19
16M2 -	Practical	IIIIOIIIIauoii	4

Training:

Knowledge without bounds 3

Lychee in Madagascar:

rhyming quality with quantity | 7

PIP activities in the ACP exporting sector

8

editorial

As ACP producers/exporters race to become more competitive, to keep their market share and to satisfy their customers' commercial demands, the need for competent staff who are aware of the company's quality objectives and trained to follow instructions is crucial. Mastering sanitary quality is only possible if matched with a programme to build the skills of companies' human resources.

The Pesticides Initiative Programme, mindful of the importance of making operators autonomous and of training them to monitor Food safety regulations and technology on their own, has successfully developed a training programme while building a quality network of local service providers. By building the capacities of ACP experts and then securing their services as trainers, PIP also guarantees companies' access to expertise and the sustainability of their efforts to comply with regulations.

Bruno Schiffers Head of the PIP Training Unit





Online exporters Directory to facilitate contacts

COLEACP/PIP has put together a directory of ACP fruit and vegetable exporters that are engaged in a food safety and quality management process with the help of PIP.

Looking for reliable producers of tropical fruits and vegetables?



The directory is available online in French and in English on the PIP website. Hundreds of producing and exporting companies are listed in the database. The search engine allows users to easily find companies, either on a country-by-country or by crop basis. Data available includes full address details of exporting companies, contact persons, a list of produce, and total volumes exported.

With this new tool, PIP wishes to facilitate contacts between European exporters and producers/exporters from ACP countries producing in conpliance with European food safety requirements.

Import tolerances: applications move forward

The programme of field trials conducted by PIP identified some 40 pairs of crops and active substances for which Import Tolerance (IT) applications had to be prepared due to overruns of residue limits authorised in the European Union. The crops concerned are green beans, mango, papaya, pineapple and okra.

PIP prepared the applications in collaboration with manufacturers and in July 2005 submitted the full list of its IT needs to the European Commission's DG Health and Consumer Protection. Under Regulation 396/2005, European Union Member States will no longer be able to set their own maximum residue limits (MRLs). Harmonisation of MRLs at European level is under way. But before the regulation enters into force in mid-2006, PIP submitted applications to the United Kingdom and Belgium for the setting of a national MRL, which will subsequently be introduced into the procedure for European harmonisation of MRLs. To date, some 10 applications have been submitted, for which five Import Tolerances for green beans have been granted.

The United Kingdom is the only rapporteur Member State that has a well defined national procedure for setting MRLs. Accordingly, and pending the general use of this procedure in the other Member States, it is worth taking advantage of this procedure to obtain national MRLs. What is more, the United Kingdom has accepted PIP's arguments in support of the extrapolation of MRLs for green beans to okra. Another 15 or so applications are ready and will be submitted to the Member States before the end of the year.

Practical information

Diary

8-11 december 2005

Agadir, Morocco: 3rd edition of SIFEL Morocco, the meeting place for companies in the fruit and vegetables industry from North Africa and Europe

More information: http://www.iec-morocco.com/produits/sifel/indexe.htm

21-23 december 2005

Bamako, Mali: CSP Extraordinary Assembly to assess requests made by PIP for the approval of certain pesticides

More information: http://www.insah.org/agrosoc/Protectiondesvegetaux/csp/index.html

2-4 february 2006

Berlin, Germany: Fruit Logistica, international trade fair for fruit and vegetable marketing

More information: http://www.1 messe-herlin.de/vin8 1/wehsite/MesseRerlin/htdocs/www.fruitlonistica.de/index_e.html

16-19 february 2006

Nuremberg, Germany: Bio-Fach, World Organic Trade Fair

More information: http://www.freshinfo.com/ext_redirect.php?fn=fs&stc=&pstvar=&exturl=http%3A%2F%2Fwww.biofach.de



Training Knowledge without bounds

Training is one of the main priorities of PIP in its capacity-building actions for companies and for the ACP horticultural network as a whole. To date, more than 700 people have participated in collective and in-company training sessions organised by the PIP Training Unit, and 130 consultants in several countries have received instructor training.

"Knowledge should know no bounds," declares Edward Ngenga, casting a glance over his ten-acre farm. This small-scale farmer from Kiseria – about 30 kilometres from Nairobi, Kenya – began EurepGAP-certified production in January 2005. His desire to increase his income by working for the export market led him to start growing green beans and mangetout peas for East African Growers (EAGA), one of the biggest Kenyan operators in the sector.

This 62-year-old engineer – a latecomer to agriculture – did not wait long before dividing his land into plots and providing the necessary infrastructure: toilets, handwashing equipment, warehouse for stocking phytosanitary products, coal-fired cold storage, etc. He admits that he lacks experience in crop protection, and applies the East African Growers field adviser's instructions to the letter for pesticide choice and amounts. "I'm only too pleased to learn," he says, looking with satisfaction at the rain clouds waiting to empty themselves over his crops.

Two pillars

The training strategy developed by PIP rests on two pillars: instructor training and collective training.

Instructor training consists in reinforcing the technical knowledge of local experts (agronomists, hygienists, etc.) by providing them with teaching methods. After training, workshop participants are therefore required to have gained solid technical knowledge of the key areas of food safety and crop protection, as well as the capacity to train the support and technical staff of local companies.

Yannick Van Landeghem, farm supervisor for Lecofruit (Madagascar), received instructor training in Dakar in October 2004: "The theoretical part of the course was presented in the form of lectures, and the practical part took place in the



field, with a hands-on approach to the theory," he explains. "The main role of the technical part was to provide tangible elements that would facilitate an understanding of the lectures, which examined issues seldom taught in study programmes. What I got most out of the seminar was the methodology they taught us; it has allowed me to pass on information and work methods effectively by adapting them to the small growers I work with."

To date, 130 people have received instructor training. Since 2004, most of them have been part of a pool of local providers/experts which the PIP relies on constantly to give collective training.

These collective training sessions are intended for company managers (quality assurance and traceability managers, production managers, packhouse managers, small-grower managers, etc.) in order to prepare them to implement and ensure the consistency of food safety control systems. The topics dealt with during these sessions focus on the management of food safety procedures, European regulations, the safe use of pesticides, hygiene, tools for managing traceability and production, the identification of harmful organisms and crop protection, among others.

Once the company managers have received a certain level of training, they are expected to use their new knowledge in the field by passing it on to the very roots of the company. This includes, for example, farm labourers, packhouse employees, small growers, etc.

Continued on page 4 ->





Some 700 technical managers have taken part in collective training sessions thus far. In 2004, 330 participants took part in 20 collective training sessions organised by PIP in 6 countries, and in 2005, 25 collective training sessions covering 12 countries saw the participation of some 370 technical managers.

Alongside collective training sessions the PIP Programme organises series of in-company training sessions which are requested by companies themselves. PIP is able to help organise and implement tailor-made training programmes designed to reflect the working conditions and advances made by companies in terms of improving or operating food safety control systems.

Training assessment

In September 2005, 18 English-speaking PIP trainees from Kenya, Uganda, Zambia, Zimbabwe and Ghana who had been undergoing instructor training for two years, gathered in Thika (Kenya) at the *African Institute for Capacity Development* to participate in a seminar to assess the PIP training programme. This stock taking exercise is essential for the Programme as it meant to assess the knowledge levels of instructors, discern the reactions of those who benefit from their services, and to redefine their working guidelines. A similar exercise took place two weeks earlier in Dakar (Senegal) with 15 French-speaking instructors.

With laptops and notebooks at hand, these instructors participated actively in the exchanges orchestrated by PIP Training Unit experts, sharing their experiences and expressing their views on new teaching tools.

To prepare these seminars a questionnaire was sent out to managers of PIP partner companies as well as to various training session participants to gather their opinions on the efficiency of the programme. Their answers convey an overall positive assessment. Information has been passed on effectively and the capacity of their staff in the area of food safety has significantly improved.



Within such a context task forces are in a position to provide first-level solutions to issues brought about by the European Feed and Food regulation.

Labourers and small producers

PIP also attaches special importance to labourers who work on big farms owned by exporters and to small independent growers who, like Edward Ngenga, supply them with the output of their crops. To continue selling their crops to companies exporting to European markets these small growers must also adopt production methods which comply with EU food safety requirements. At this level, the needs of companies are very real.

"They need training, but one training session would not be enough," explains Ephraim Muriuki, head of Wamu Investments, a medium-size Kenyan export company. "We must also have the tools to ensure the ongoing nature of the training, with assessments, reminders, etc. And above all, we must see to it that its scope encompasses more than just export crops, but also includes local market production and even family farms, which should meet the same hygiene and pesticide residue requirements. It's a public health issue."

Support for small producers in the ACP export sector is one of the fundamental goals of the PIP Programme. This is why the Programme is particularly active in providing long-term support for this target group. In addition to the technical support provided by companies, the PIP has put much thought into the type of methodologies to adopt and the best communication tools to use: illustrated brochures, posters to put up in the workplace, demonstration material, etc. New teaching support in the form of brochures will soon be available in print and on the PIP website.

Ever-changing learning methods

Thus, it appears that specific actions will have to focus on export company executives. Given that they do not have to be trained in the technical aspects of food safety, they have until now only been subjected to selective awareness-raising actions to make them understand the economic benefits of adopting such an approach. "Executives should be motivated further," explains Bruno Schiffers, head of the Training Unit. "They must be more closely involved, because the continuity of food safety systems depends on them: they are the ones who designate the people who take part in collective training sessions and they are the ones who have to profit from the knowledge acquired by their staff."

The year 2006 will be a turning point for collective training. Training will carry on at the same rate in countries where it has not yet been given, such as in Ghana, Benin, the Dominican Republic and Jamaica. But in countries where most companies have already received training, the focus will be on tailor-made training. This development will be furthered by the self-learning module (see box) created by PIP and offered as part of the toolbox module, which will allow training to be adapted to individual needs.

For ACP instructors, the big change will be to learn to use the self-learning module. This new electronic product will become the cornerstone of the PIP information and training structure, but will definitively not replace the teaching role of instructors. On the contrary, they will have to assist participants in the learning and testing process during each training session. This will allow them to devote more time to the teaching aspect of training, by developing field exercises and case studies aimed at clarifying the material through a more practical approach. This is one of the advantages of the toolbox.

The Toolbox: facilitating self-learning

The latest training tool developed by PIP is the "toolbox". The toolbox is a set of CD-ROMs serving as an interface between the user and PIP. Via the interface, the user can access various information sources, including a pesticides database, crop protocols, a photo library, a video library, etc. Content can be regularly updated via PIP's website using an update system.

The toolbox also contains a training area. Subject material is divided up into theme-based modules (impact of diseases and pests, individual protection, personal hygiene, residues,

etc.). Each module comprises a set of subjects that the user studies in succession. Before moving on to the next subject the learner has to pass a test and at the end of each module an overall test checks the level of understanding of the material.

Designed for technical managers, the self-learning system offers the advantage of adjusting training to the needs of individual users who proceed at their own pace. Trainers provide support for learners, concentrating on practical exercises and role-playing.

The tailor-made nature of training will, among other things, force them to develop their roles as instructors. "We have to enhance their role as consultants," explains Bruno Schiffers. "Instructor training should from now on be centred on

this aspect of the profession: approaching new companies, evaluating their training needs, establishing a tailor-made teaching programme, managing logistics, etc."

Paul Sigombe, trainer in Uganda

Paul Sigombe is a trainer based in Uganda. Pesticide and training issues are nothing new to him as he has worked as a farm manager, grower, agronomist and trainer while working in Kenya before returning to his home country in 1996. In his capacity as a local trainer Mr. Sigombe plays an important role in carrying out PIP training activities in Uganda and neighbouring countries.

Paul Sigombe's adventure with PIP began in August 2004 when he attended a train-the-trainer course in Kampala. A month later he was asked to help organise on the ground the collective training sessions that were to be held for company managers in his country. He has actively been working with PIP training activities ever since.

When Mr. Sigombe began working with PIP he realised that many ACP producers and exporters had little knowledge of EU regulations and couldn't differentiate EU regulations from commercial standards like EurepGAP. To fill this gap he deals with such issues in the many collective training sessions he conducts for PIP in addition to other topics such as food safety procedures, hygiene and risk analysis, HACCP, and traceability, among others. He also continues to regularly attend specialised training courses to upgrade his knowledge base.

Paul Sigombe regularly follows up on the implementation of training programmes by individual companies in the East Africa region, a work which involves assessing the training needs of companies, monitoring the progress of their training actions to make sure that they remain on track, and even organising and conducting training events. "One of the biggest challenges as a trainer," he says, "is to get the right people with the appropriate profile to be trained. With a mixed group of contrasting experiences and backgrounds it is difficult to pass on the message."

Mr. Sigombe's work with PIP also focuses on finding solutions for the training of small farmers and outgrowers. At present small growers represent some 80% of Uganda's horticulture industry, many of which are slowly being driven out of business. "The challenge is how can we make horticulture profitable. Programmes like



PIP have made a big impact, but in countries like Uganda and Kenya they are only reaching 50% of small growers," comments Paul Sigombe.



Uniting forces

Since 2004, the PIP Programme has been setting up a pool of consultants in ACP countries. The training sessions organised for these consultants/trainers has not only reinforced their capacities but have also served as privileged encounters that have led to the creation of informal networks and sometimes to genuine strategic alliances.

In the Ivory Coast, the CCDCE consortium is now composed of three expert consultancies: Cuecda, Deming Conseil and Cabinet Enval. "We met during an instructor training workshop in Dakar in April 2004. Until then the consultants didn't know each other. That's where it all began," explains Richard Mea of Cabinet Enval, who has a master's degree in tropical agronomy and has been an instructor in food science and technologies for more than 20 years. The consultancies were involved in similar and complementary activities, and they decided to unite forces to become stronger. A coordinator is now in charge of following up contracts and managing the experts. Every three months, a management committee made up of representatives from each consultancy meets to take stock of the situation. "Our goal is to position ourselves in the long run as a reference support structure to horticultural companies in Ivory Coast and the subregion in their efforts to comply with EU regulations," states Richard Mea. Ivory Coast experts from the CCDCE also collaborate regularly with other expert consultancies based in Senegal and Cameroon, most of which met at PIP training workshops.

"Africonforme", a pan-African network

Following an initiative of ACP instructors who participated in PIP training sessions, an international network of experts for the compliance of African companies and products, known as Africonforme, was created in Dakar (Senegal) in July 2005. "Twenty or so experts from Benin, Burkina Faso, Cameroon, Ivory Coast, Guinea, Mali and Senegal came up with the idea to create a network to find local solutions to the difficulties experienced by the African horticultural sector exporting to Europe in complying with EU regulations," explains Ibrahima Niang, Permanent Secretary of Africonforme. The network includes private experts who play a part in supporting agro-food companies. These interventions take place notably within the context of evolving national and international regulations regarding hygiene, risk analysis, maximum residue limits and the implementation of traceability systems, and may also involve certification and international standards. "This network is an initiative of French-speaking experts from West Africa, but the aim is to give it a continental dimension very soon. We would eventually like to endow it with true proposal power to strengthen the African horticultural export sector," concludes Ibrahima Niang. In East Africa, consultants trained by PIP are already aware of the existence of Africonforme and extending the network to their region is an idea that is beginning to take shape.



The training pyramid according to Lecofruit

Lecofruit, based in Madagascar, produces and exports to Europe around 2,700 tonnes of fresh vegetables each year, namely green beans and mangetout peas. The company is supplied by thousands of small growers, 9,000 in total for this season. Lecofruit has put in place a pyramid-shaped training system that gives all players the training they need to perform their tasks successfully.

Based in Antananarivo, Lecofruit has a production surface area of around 350 hectares in five different regions. Each region is divided into zones, which are then sub-divided into sectors. A sector represents an average of 35 small farmers, or "mpaboli" as they are called on the island, divided into groups of five. A manager is assigned at each territorial level: a crop manager for each region, zone managers (50), sector managers (250) and group managers - namely one of the small producers deemed most qualified to master the technical operations and provide support for the other farmers in his group. The regional crop manager, an agronomist by trade, is in charge of training the zone managers in complying with food safety requirements, cultivation techniques, surface area and yield targets, and the quality standards set by Lecofruit. The zone manager is then responsible for training the sector managers.

Every two to three weeks, the regional crop managers make field visits and monitor the acceptance centres. On the same occasion the sector manager organises a visit to a group of growers. The visit includes demonstrations on each of the plots based on the growing calendar: sowing, watering, treatments, etc. The group's sprayer and batches of pesticides are also checked. "The training of farmers is based above all on practical exercises rather than theory," explains Agronomy Director Christophe Berthou. At the end of the visit, recommendations are made to the growers and objectives are set for the following visit.

Every month, the zone managers from the same region meet at the Antananarivo plant to take part in a meeting conducted by the regional crop manager. The meeting gives them a chance to review production, evaluate the quality of vegetables, and discuss any problems. A different

agricultural subject chosen in advance is also studied, such as treatment procedures and the maintenance of sprayers, sowing techniques, the impact of compost on yields, etc. The zone managers then pass on what they have learned to the sector managers at weekly meetings.

Finally, once a year, all the zone managers participate in a three-day training workshop with Lecofruit's supervisory staff (regional crop managers, food safety managers, logistics managers, etc.). Within the framework of this workshop the zone managers make presentations on various technical issues. The annual event is an opportunity to evaluate the past season and to set priorities for the next.



Lychee in Madagascar: rhyming quality with quantity



Producers in Madagascar have been growing and exporting lychee to Europe since the 1960s. Over the past few decades, quantities have risen steadily. But the requirements of European markets have also evolved. Today, the sector is organising to quarantee quality lychee production.

The island of Madagascar is the number one supplier of lychees to the European Union: production has risen from 600 tonnes in the 1960s to 20,000 tonnes today. Lychees are harvested only on the eastern coast of Madagascar. The traditional production area is a 400-kilometre band surrounding Toamasina. Export is facilitated by the proximity of the port and roads. The second production area is in Manakara, in southeastern Madagascar. This region has considerable potential but the absence of a deep-water port puts a brake on export capacity. Finally, the Fort-Dauphin region, at the far southeastern tip of the country, can potentially produce around 2,000 tonnes with a large number of trees concentrated within a radius of 40 kilometres of Fort-Dauphin. The remoteness of the region and the lack of port facilities limit export possibilities, however. Theoretically, the island has estimated production capacity of over 50 000 tonnes a year.

The lychee sector has undergone two major turning points: the EU's 1987 authorisation of sulphur treatment to conserve the fruit, and the arrival of refrigerator vessels in the 1990s, cutting transport time and costs in half. While quantity has continued to rise over the years, the picture is far from perfect: Madagascan lychee prices are stagnating or even dropping. Contributing to the problem is the growing competition from South Africa, Mauritius and Réunion. These neighbouring countries export less but their products are competitive in terms of quality. Rising volumes, moreover, have little by little made the lychee commonplace, transforming it from an exlusive product to a mass market product. Madagascan operators are aware of and are reacting to the evolving market, putting appreciable effort into upgrading the image of their lychee production. For a number of years, the sector has been organising to improve its work methods, particularly to meet the requirements of the European market, its main outlet.

Traceability: the keynote of the 2005 season

"We encourage all initiatives that can help improve the quality of exported lychees", explains Michel Jahiel of the Toamasina (ex-Tamatave) Horticultural Technical Centre. The CTHT is made up of producers, exporters, processors and importers from Madagascar's eastern coast. Its role is to organise, promote and represent these different branches of activity, particularly for lychees. For the last few years, the Centre has worked to inform producers about EU Food safety regulations.

With support from PIP, the CTHT embarked in 2003 on a pilot project to set up quality and traceability systems in companies. "We offered companies an audit for the introduction of a traceability system and practical training for staff in data collection, record keeping, monitoring of lots, the use of material, and so on", explains Maryline Loquet. Operators gradually became aware of the advantages of traceability, not only in terms of quality but also for relations with importers, for example.

"Tracability is a plus that helps us secure our earnings. We used to be at the mercy of importers who sometimes turned back a good part of our shipments. From now on, if our product complies with standards, we are no longer at risk of seeing it refused", comments Mr Rakotomalala, production manager at Ramandraibe Exportation. He nonetheless regrets that the care taken over the product is not fairly remunerated: "Madagascan lychee always gets the same price in Europe, regardless of quality."

Traceability is gradually being put into place nonetheless. "For our products to be competitive, they have to be traceable", declares Akyl Cassam, manager of Scim, a lychee export firm. The action of the CTHT and the training provided with PIP support are starting to bring together the

different links of the chain. "Traceability is a good thing. Mediocre quality fruit will disappear from the market and those who do not abide by the rules will be penalised", exclaims Pascale de la Giroday, manager of Fruit de Caresse. For ACP exporters, investing in a good traceability system will in time help strengthen the confidence of European importers and thus maintain their position on the export market. For the moment, 27 of the island's 33 lychee exporters have expressed support for the traceability model proposed by the CTHT and have taken action. The results at certain stations are very encouraging, according to the CTHT.

Tracing the fruit back to the tree

Nowadays, traceability begins with the sulphuring operation, the only post-harvest phytosanitary treatment performed on lychees. The treatment preserves the fruit during transport. The European maximum residue limit for sulphur is 10mg/kg in pulp and 250 mg/kg in the shell. For the experts, lychees should ideally be traceable from the orchard, so that the delay between harvest and sulphuring can be determined. Indeed, the more time between harvest and treatment, the more permeable the shell.

"Tracing the fruit back to the tree is difficult and complex. It is going to take time", explains Maryline Loquet. The harvesting system is similar to berry picking. Farmers sell the produce to professional pickers who then sell it to exporters. "A lychee tree can be in the middle of the forest and we have no idea where it is located," exclaims Rajery, a former picker. And he wonders how a proper marking system can be introduced since so many farmers are illiterate. But the president of the lychee exporters' grouping, Sam Miock, is not giving up. He is urging group members to come up with a marking system adapted to the reality on the ground.

Editor: C. Guichard, 5 rue de la Corderie – Centra 342, F-94586, Rungis Cedex, France

PIP activities in the ACP exporting sector

			BENEFICIARIES				TRAINING*		SPS FRAMEWORK	
COUNTRY	PIP coverage in percentage	Exporters	Professional organisations	Consultants	Laboratories	Public service providers	Collective training (**)	Trainers (trained by PIP)	PIP Task Force	Local regulations being adapted (in progress)
Benin	86.1%	7	2	-	-	-	26	2	Being set up	NO
Burkina Faso	89.6%	11	2	2	1	-	357	6	YES	YES
Cameroon	42.6%	3	2	6	1	-	220	6	YES	YES
Côte d'Ivoire	96.9%	17	1	11	1	-	428	11	Being set up	YES
Gambia	8.9%	1	-	-	-	-	-	-	-	NO
Ghana	66.1%	20	2	2	1	2	375	5	YES	YES
Guinea Conakry	92.7%	3	-	3	-	-	143	3	YES	NO
Jamaica	88.6%	2	1	5	-	1	4	-	YES	NO
Kenya	90.4%	33	2	30	1	2	1,178	34	YES	YES
Madagascar	48.9%	7	1	2	-	-	120	5	YES	NO
Mali	69.2%	5	-	4	1	-	224	4	YES	YES
Mozambique	60.2%	1	-	-	-	-	-	-	Being set up	NO
Uganda	92.5%	21	3	13	1	2	716	30	YES	YES
Dominican Republic	51.5%	11	-	-	1	-	-	-	-	YES/Org.
Senegal	92.7%	15	2	9	1	5	568	20	YES	YES
Mauritania	90.9%	1	-	-	-	-	-	-	-	YES
Surinam	5.0%	1	-	-	-	-	-	-	-	NO
Tanzania	91.0%	3	-	-	-	1	82	-	-	YES
Togo	50.5%	1	-	-	-	-	-	-	-	YES
Zambia	60.6%	4	7	-	-	-	17	-	-	NO
Zimbabwe	46.9%	11	-	-	-	-	48	3	-	NO
TOTAL	82.4%	178	18	94	9	13	4,506	129	10	12

^{*} Total number of training days provided by PIP

Pesticides Initiative Programme

c/o COLEACP 98, rue du Trône, bte 3 B-1050 Brussels Belgium

Tel. + 32.2.508.10.90 Fax + 32.2.514.06.32 E-mail: pip@coleacp.org

www.coleacp.org/pip





The Pesticides Initiative Programme (PIP) is financed by the European Development Fund.

The ACP Group of States and the European Commission have entrusted responsibility for its implementation to COLEACP, an inter-professional organisation devoted to the ACP-EU horticultural trade.

The present document was produced with the support of the European Development Fund. The opinions expressed herein represent those of COLEACP/PIP and do not portray the official views of the European Commission.

^{**} In-company training not included